

Message Text

UNCLASSIFIED

PAGE 01 PARIS 08711 081558Z

60

ACTION EUR-12

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R 081549Z APR 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 8236

AMEMBASSY BRUSSELS

INFO USDOC WASHDC

UNCLAS PARIS 08711

BRUSSELS FOR FAGAN

COMMERCE PLEASE PASS TO CAWTHORNE OF NASDA

E.O.11652: N/A

TAGS: BEXP, EINV, FR

SUBJ: PREPARATION OF STATE PROPOSALS FOR PARIS INVEST IN
USA CONFERENCE

1. PARIS OFFICE OF FRENCH CHAMBER OF COMMERCE IN USA
HAS JUST REPORTED TO US EXTRAORDINARILY SUCCESSFUL
OUTCOME OF DISTRIBUTION TO ITS FRENCH MEMBERS OF LISTING
PREPARED BY PENNSYLVANIA DEPARTMENT OF COMMERCE OF
PENNSYLVANIA FIRMS SEEKING JOINT VENTURE ARRANGEMENTS
WITH FOREIGN COMPANIES. OVER 60 FRENCH FIRMS RESPONDED,
REQUESTING DETAILS ON OVER 390 SPECIFIC PENNSYLVANIA
PROPOSALS. SIMILAR PROJECT ON BEHALF OF CONNECTICUT IS
YIELDING COMPARABLE RESPONSE.

2. THIS EXPERIENCE REINFORCES OUR VIEW THAT STATE
DELEGATIONS ATTENDING MAY 13-14 SEMINAR IN PARIS (PARIS
7343) SHOULD CANVASS THEIR INDUSTRIES BEFORE CONFERENCE
AND BRING WITH THEM TO PARIS AS MANY SPECIFIC INVEST-
MENT, JOINT VENTURE AND TRADING OPPORTUNITIES AS
POSSIBLE. IT MIGHT EVEN BE DESIRABLE TO PREPARE NASDA
COMBINED LISTING OF SUCH OPPORTUNITIES BY INDUSTRY SO
THAT FRENCH ATTENDEES CAN REQUEST FURTHER DETAILS FROM
APPROPRIATE STATE REPRESENTATIVES DURING OR AFTER

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PAGE 02 PARIS 08711 081558Z

CCNFERENCE.

3. ALTERNATIVELY FRENCH CHAMBER IS PREPARED TO TRANS-LATE AND DISTRIBUTE INDIVIDUAL STATE LISTINGS TO ITS FRENCH MEMBERS AT COST (ABOUT \$900 IN PENNSYLVANIA CASE) UPON REQUEST, AND HAS SO INFORMED STATE OFFICES IN EUROPE.

RUSH

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NNN

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